Robin

OUR MISSION

Make contracts simple

Robin AI is a fast growth legal technology start up

Robin uses a combination of AI, software and human legal specialists to simplify radically the review of high-volume contracts

c.$ XX

Forecast ARR by end 2021, c.10x since March

c. XX %

Forecast Gross Margin in Q3 2021

c.$30bn

Addressable market opportunity

Top tier client base

Robin supports leading Private Equity firms (e.g., Foot Antsey) as well as top tier law firms (e.g., Clifford Chance) and corporates (e.g., Babylon Health)

Excellent growth potential

Robin is well positioned to grow, having already expanded beyond our initial beachhead market of NDAs to cover multiple contract types

Contracting is an essential part of all business activity, but it's fundamentally broken

Slow

Contracts often delay progress long after commercial terms have been agreed

Expensive

Contracts involve review by multiple lawyers, incurring thousands of dollars of cost for even the simplest agreements

Opaque

Once signed, contract terms are inaccessible and can't be searched, leaving companies unable to keep track of what they've agreed

The costs of contracting are enormous

>$30bn

Cost of contracting for medium and large businesses in English-speaking countries

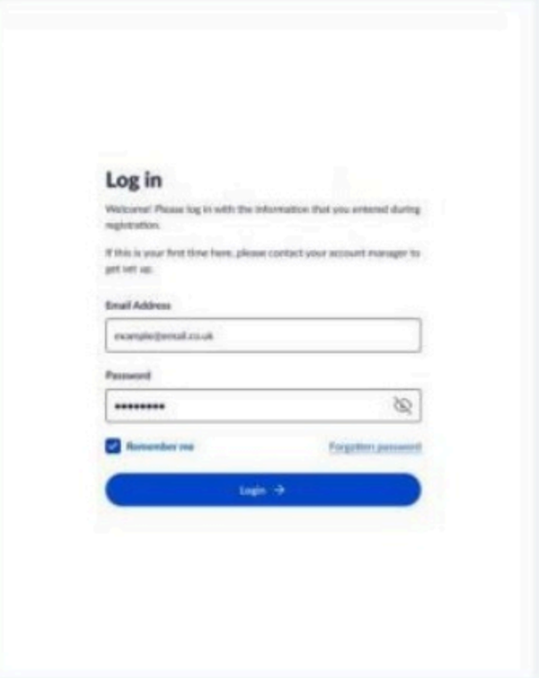
- Contracting is **fundamental to every business**, with **millions of agreements** signed each year
- Even simple agreements place a **significant burden on legal functions**, costing c.$500 in in-house resource alone
- The vast majority of this is **repetitive work, ripe for automation**

The problem

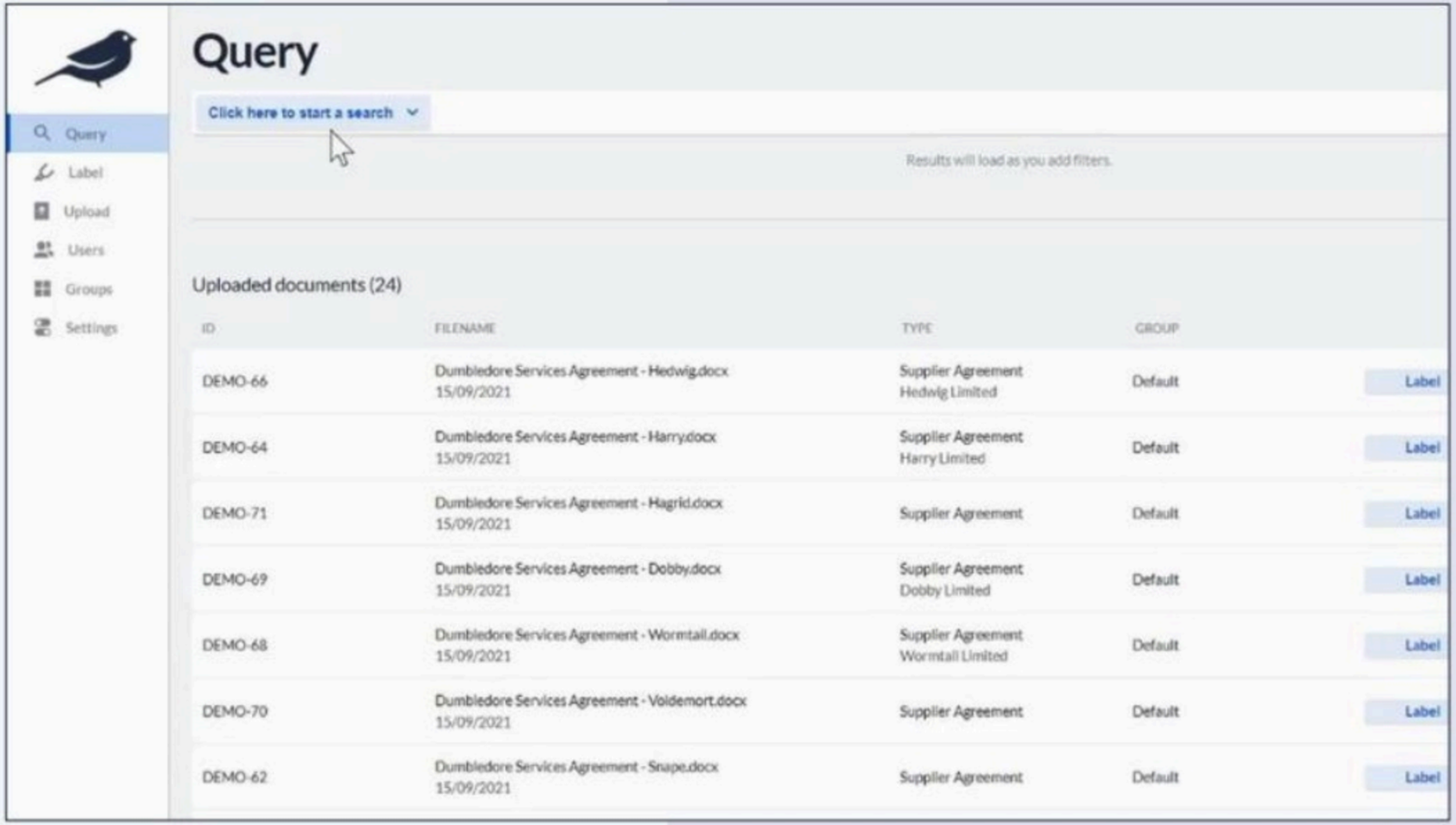
Contract technology doesn't work

The Smart Contract Editor

1. **Drafting tools** that empower everyone to build world class contracts
2. **Editing tools** that use AI to read and edit contracts at lightening speed
3. **Smart contracts** that enable automatic negotiation based on playbooks

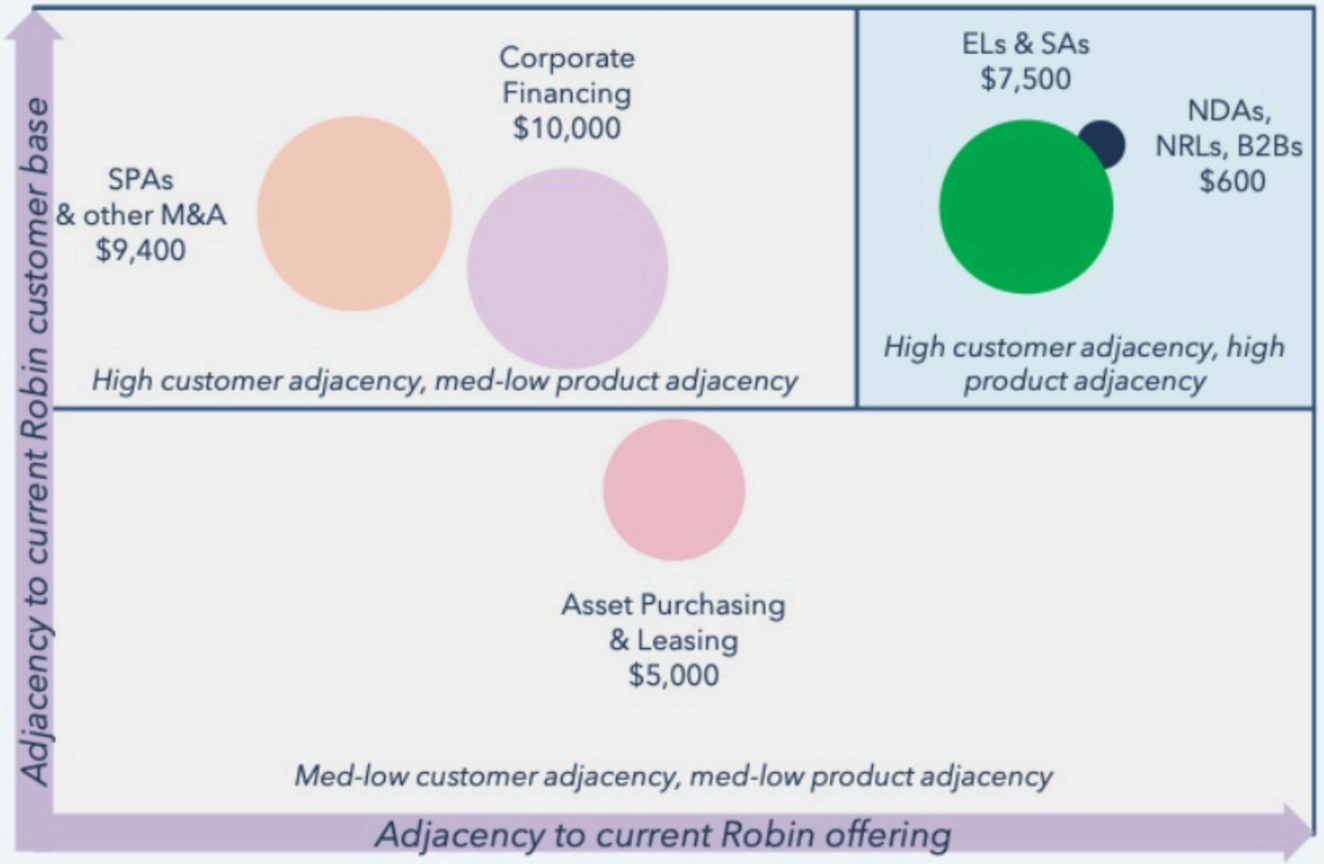


The Queryable Contract Platform



Engagement Letters & Supplier Agreements represent a highly attractive opportunity for future growth

Robin AI Market Opportunity, by adjacency and size, 2021
(Millions of USD)



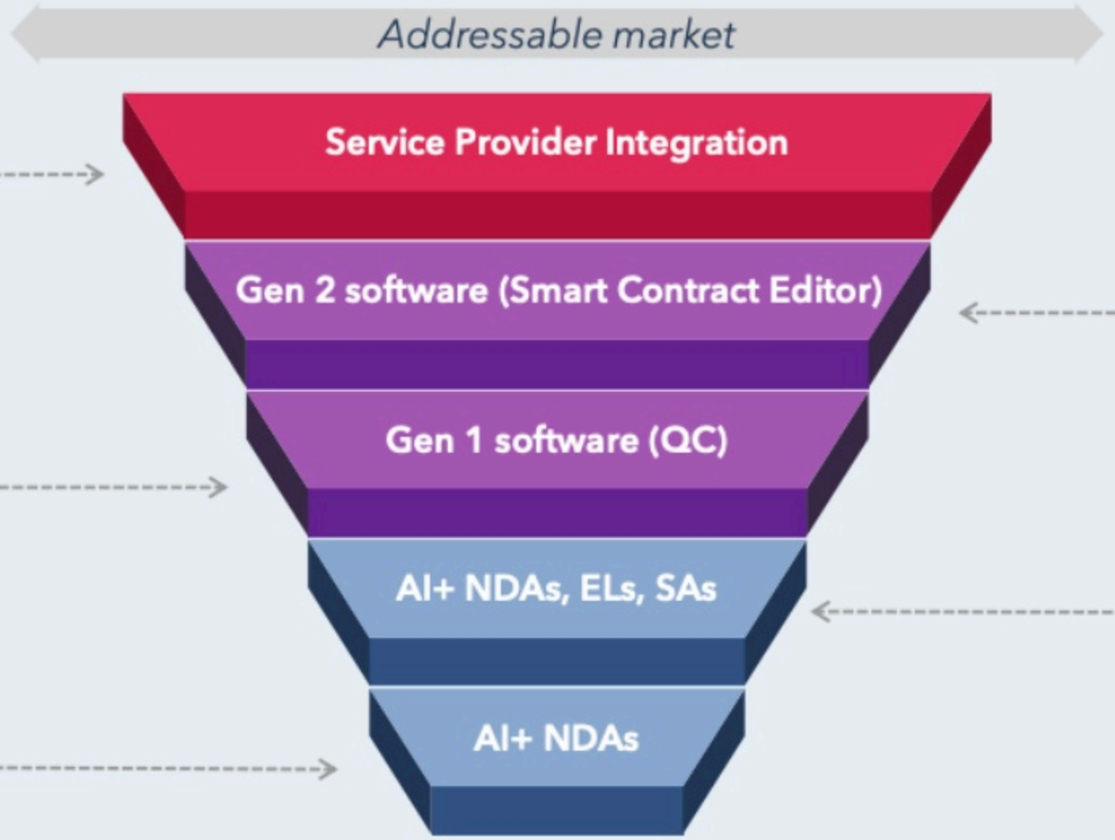
Customer adjacency

- ELs & SAs already required by Robin NDA customers
- Agreeing ELs with advisors is a similarly onerous part of PE M&A transactions to NDAs
- Many EL counterparties are the same counterparties as for NDAs, creating opportunities to further streamline the process

Product adjacency

- We already review ELs & SAs for some customers and are contracted to for others building a significant base of experience and data in these contracts.

Our combination of services and software will enable us to expand and scale our business rapidly



Full market coverage – all contracts, all customers, all contract stages

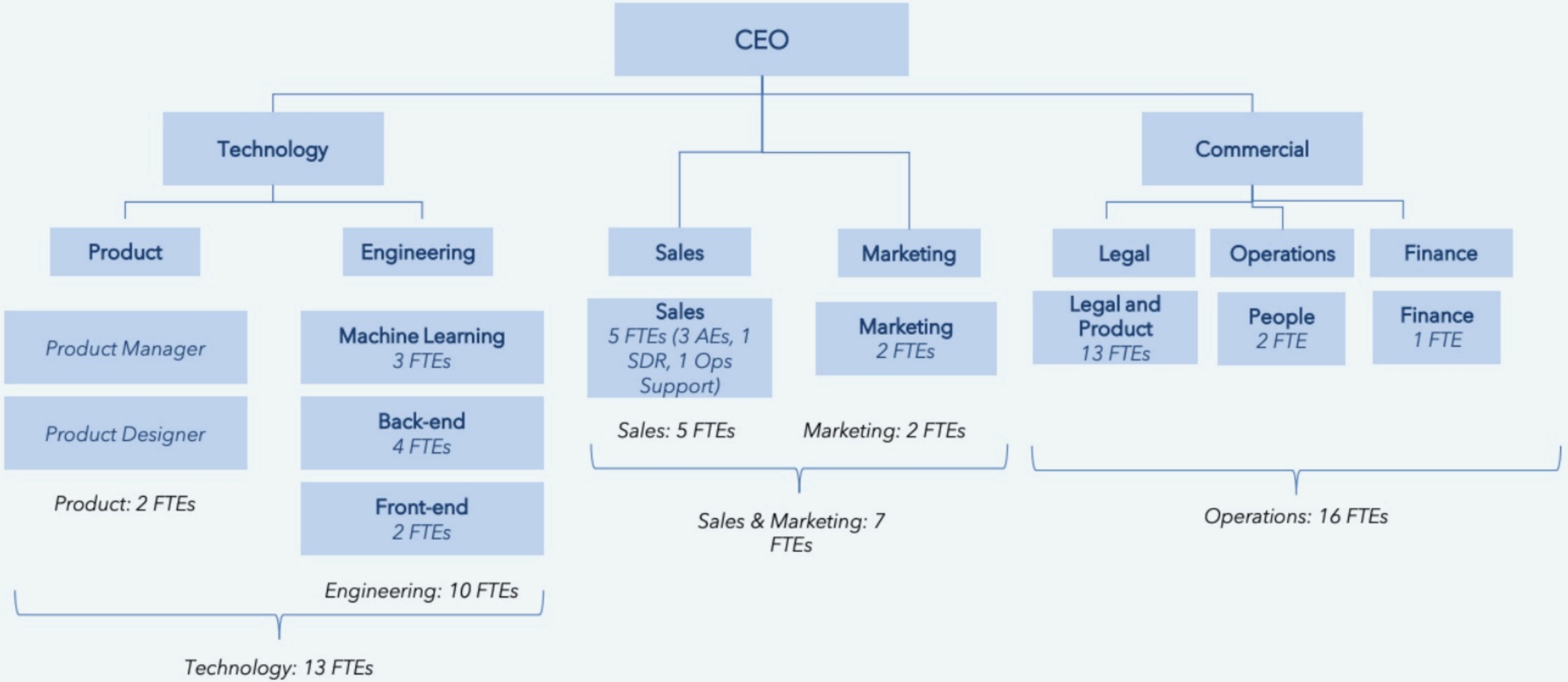
Wider scope and customer base, but insufficient content to cover all contracts

Full breadth of customers and contracts, but only one contract stage

Wider customer base, but still relatively narrow contract scope

Starting point, with a narrow focus

By the end of Q1 2022, we expect to grow to 39 FTEs



Thank you

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